

Message Text

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ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 CCO-00 PASO-00 CIAE-00 INR-10
NSAE-00 DOE-15 SOE-02 /048 W
-----060800 181642Z /53
R 181230Z APR 78
FM AMEMBASSY BELGRADE
TO USDOC WASHDC
SECSTATE WASHDC 6298
INFO AMCONSUL ZAGREB

UNCLAS SECTION 1 OF 3 BELGRADE 3054

E.O. 11652: N/A
TAGS: BTIO, YO
SUBJECT: SERBIAN TRADE/INVESTMENT OPPORTUNITIES

TO: VIRGINIA YORIO FOR J.S. WALKER, USYEC
GENERAL ELECTRIC COMPANY
570 LEXINGTON AVE
NEW YORK, NY 10022
TELEX: RCA 234 698

SUMMARY: SERBIAN DEVELOPMENT PLANS INCLUDE A NUMBER OF MAJOR INDUSTRIAL PROJECTS IN WHICH U.S. FIRMS HAVE GOOD PROSPECTS FOR SALES OF EQUIPMENT, TECHNOLOGY AND ENGINEERING SERVICES. AMONG THESE ARE NEW OIL REFINERY, SHALE OIL AND COAL GASIFICATION COMPLEXES, EXPANSION OF ENERGY SYSTEMS EQUIPMENT PRODUCTION, FOOD PROCESSING PLANTS AND CHEMICAL PROCESSING FACILITIES. YUGOSLAV ENTERPRISES ARE PARTICULARLY INTERESTED IN EXPLORING POSSIBILITIES FOR LONG-TERM BUSINESS COLLABORATION FOR SALES ON THE DOMESTIC MARKET, AND SEVERAL ARE PREPARED TO PARTICIPATE IN JOINT APPEARANCES ABROAD. END SUMMARY.

1. AT ECON COUNSELOR'S FIRST MEETING WITH SERBIAN SECRETARY FOR ECONOMY (KRSTA JOVANOCIC) UNDER EMBASSY'S PROGRAM OF REGULAR COMMERCIAL VISITS, DETAILED INFORMATION WAS PROVIDED ON SEVERAL UNCLASSIFIED

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MAJOR INDUSTRIAL PROJECTS IN WHICH U.S. FIRMS HAVE GOOD PROSPECTS FOR SALES OF EQUIPMENT, TECHNOLOGY AND ENGINEERING SERVICES. WHILE MOST PROJECTS ARE IN THE EARLY PLANNING STAGES, SOME YUGOSLAV ENTERPRISES HAVE ALREADY ENTERED INTO EXPLORATORY DISCUSSIONS WITH U.S. FIRMS. UNLESS SPECIFICALLY INDICATED, HOWEVER, THIS SHOULD NOT PRECLUDE INFORMING OTHER COMPANIES THAT HAVE APPROPRIATE EQUIPMENT AND TECHNOLOGY AND

MIGHT HAVE AN INTEREST IN THE PROJECT. IN ALL THESE PROJECTS THE INVESTING YUGOSLAV ENTERPRISES WOULD WELCOME PROPOSALS FOR JOINT VENTURES OR OTHER FORMS OF LONG-TERM INDUSTRIAL COOPERATION AS WELL AS OFFERS OF DIRECT SALES OF EQUIPMENT AND TECHNOLOGY. INTEREST IN LONG-TERM BUSINESS ASSOCIATION IS PROMPTED BY OFFICIAL GOVERNMENT POLICY WHICH, PRIMARILY FOR BALANCE OF PAYMENT PURPOSES, IS ENCOURAGING COMMERCIAL RELATIONSHIPS THAT RESULT IN INFLOWS OF CAPITAL INVESTMENT AND CREATE SIGNIFICANT EXPORT OPPORTUNITIES. WHILE DIRECT SALES OF EQUIPMENT AND TECHNOLOGY ARE STILL POSSIBLE, FIRMS WILLING TO ENGAGE IN LONG-TERM INVESTMENT AND RECIPROCAL TRADE ARRANGEMENTS WILL FIND THEIR COMPETITIVE POSITION ENHANCED, ESPECIALLY WHEN BIDDING ON LARGE SCALE PROJECTS. THE SECRETARY FOR ECONOMY PROVIDED INFORMATION ON THE FOLLOWING PROJECTS WHICH ARE PLANNED FOR CONSTRUCTION IN THE NEXT TWO-THREE YEARS.

A. PETROCHEMICAL PROCESSING.

WITHIN ITS LONG-TERM DEVELOPMENT PLAN THE REPUBLIC OF SERBIA ENVISAGES THE CONSTRUCTION OF A NEW OIL REFINERY AND ANCILLARY PETROCHEMICAL PROCESSING FACILITIES. IN THE FIRST PHASE A REFINERY IS TO BE BUILT WITH AN ANNUAL PROCESSING CAPACITY OF 3.5 MILLION TONS OF CRUDE OIL (IRAQI GRADES).

THE RATION OF WHITE TO BLACK DERIVATIVES IS TO BE 75:25. THE REFINERY WILL BE CAPABLE OF PRIMARY AND SECONDARY PROCESSING OF OIL AND FINISHING OF GASOLINE. PRIMARY PROCESSING WILL BE BY ATMOSPHERIC DISTILLATION. SECONDARY PROCESSING WILL INCLUDE VACUUM DISTILLATION, PLATFORMING, FCC CATALYTIC CRACKING (OR UNCLASSIFIED

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HYDROCRACKING), PRODUCTION OF BASIC OILS, DEASPHALTIZATION, DEPARAFFINIZATION, AND OIL HYDROFINISHING. THE FINISHING PROCESSES WILL INVOLVE PRODUCTION OF GASOLINE AND ETHYLATING AND COLORING OF THE GASOLINE. ANCILLARY FACILITIES FOR CHEMICAL PROCESSING WILL EXTRACT AROMATIC DERIVATIVES AND PRODUCE MALEIC AND PHTHALIC ACIDS, NAPHTHALENE AND OTHER CHEMICALS. IN ADDITION THEY WILL SEPARATE PARAFFIN FOR THE PRODUCTION OF OLEFINE AND DETERGENTS. THE ANNUAL PRODUCTION CAPACITY OF THE REFINERY WILL BE INCREASED BY 4 MILLION TONS IN A LATER SECOND PHASE. THE PRINCIPAL INVESTORS IN THIS PROJECT ARE GENERALEXPORT, JUGOPETROL AND MASINOGRADNJA, ALL BELGRADE BASED FIRMS. OFFICIALS OF THESE ENTERPRISES BELIEVE THAT U.S. TECHNOLOGY IS PROBABLY MOST SUITABLE AND THERE IS PARTICULAR INTEREST IN DISCUSSING THE PROJECT WITH GULF OIL, FORSTER WHEELER AND UNIVERSAL OIL PRODUCTS CO. (DES PLAINES, ILLINOIS). FOR MORE INFORMATION FIRMS SHOULD WRITE TO RAJKO MACKOVIC, GENERAL DIRECTOR, JUGOPETROL, MARSALA TITA 36, 11000 BELGRADE, TELEXES 11304 AND 12311 YU JP BGD.

NOTE BY OCT: PASSED ABOVE ADDRESSEE.

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INFO OCT-01 ISO-00 EB-08 CIAE-00 INR-10 NSAE-00 DOE-15
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-----061040 181650Z /43

R 181230Z APR 78
FM AMEMBASSY BELGRADE
TO USDOC WASHDC
SECSTATE WASHDC 6299
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B. ELECTRICAL ENERGY SYSTEMS EQUIPMENT.
MINEL, BELGRADE, WOULD LIKE TO EXPAND ITS LINE OF THERMO-
POWER EQUIPMENT TO INCLUDE LARGER BOILERS, NEW TYPES OF
ELECTRICAL SWITCHING, LARGER CAPACITY TRANSFORMERS AND OTHER
THERMO-POWER SYSTEMS EQUIPMENT. WESTINGHOUSE ELECTRIC CORPORATION
IS THE PREFERRED PARTNER FOR THIS EXPANSION PROGRAM BUT MINEL
WILL ALSO CONSIDER OFFERS FROM OTHER INTERESTED FIRMS SPECIAL-
IZING IN ELECTRICAL ENERGY EQUIPMENT AND SYSTEMS. INQUIRIES
SHOULD BE SENT TO RADOJE STEFANOVIC, GENERAL DIRECTOR, MINEL,
BRANKOVA 30, P.P. 17, BELGRADE, TELEX 11643.

C. SHARE OIL AND COAL GASIFICATION
WITHIN ITS BORDERS SERBIA HAS LARGE DEPOSITS OF BOTH SHALE OIL
AND LOW CALORIE BROWN COAL. THERE IS GREAT INTEREST IN DEVEL-
OPING THESE DEPOSITS INTO ENERGY SOURCES BY EXTRACTING THE OIL
CONTENT FROM SHALE AND GASIFYING THE COAL. SINCE THE U.S. IS
RECOGNIZED AS ONE OF THE WORLD LEADERS IN TECHNOLOGY FOR THESE
TWO PROCESSES, SERBIAN POWER AUTHORITIES ARE KEENLY INTERESTED
IN DISCUSSING THE PROJECTS WITH U.S. FIRMS AND EXPLORING THE
POSSIBILITY OF SOME FORM OF LONG-TERM TECHNICAL OR FINANCIAL
COLLABORATION. THE MINING AND POWER GENERATION ENTERPRISE
REI KOLUBARA IS TAKING THE LEAD ROLE IN EXAMINING THE COMMER-
CIAL AND TECHNICAL FEASIBILITY OF THE TWO PROJECTS. U.S. FIRMS
WISHING TO OBTAIN MORE INFORMATION WHOULD CONTACT MILAN MILETIC.
GENERAL DIRECTOR, REI KOLUBABA, 14230 VREOCI, TELEX 12840.
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D. CORN PROCESSING.

PLANS ARE NOW UNDERWAY FOR CONSTRUCTION OF A PROCESSING FACILITY TO BREAK DOWN CORN INTO ITS CHEMICAL BYPRODUCTS. THESE WOULD INCLUDE SUGAR SYRUPS, FRUCTOSE, METHANOL, FURFURAL (BY THE PUROX PROCESS) AND OTHER BYPRODUCTS. THE INVESTORS IN THIS PROJECT ARE SRBIJAPROJEKT, GENERALEXPORT AND THE MUNICIPALITY OF VELIKA PLANA. PRELIMINARY DISCUSSIONS REGARDING PROJECT FEASIBILITY HAVE ALREADY BEEN HELD WITH MCKEE ENGINEERING. UNITED CORN, BALTIMORE, AND CORN HYBRED, PEORIA, WERE MENTIONED AS FIRMS WITH APPROPRIATE TECHNOLOGY WHICH MIGHT BE INTERESTED IN PARTICIPATING. INQUIRIES SHOULD BE SENT TO PAVLE SLEPCEVIC, GENERAL DIRECTOR, SRBIJAPROJEKT, CARICE MILICE 1, 11000 BELGRADE, TELEX 12-469 YU SRP.

E. POTATO PROCESSING.

AGROINDUSTRIAL COMBINAT "TOMA KOSTIC", LESKOVAC AND GENERALEXPORT ARE DRAWING UP PLANS FOR CONSTRUCTION OF A POTATO PROCESSING PLANT. SERBIA IS A MAJOR PRODUCER OF POTATOES AND INITIAL STUDIES SHOW THAT AN ADEQUATE SUPPLY COULD BE OBTAINED TO OPERATE AN INDUSTRIAL PROCESSING PLANT ON AN ECONOMICAL SCALE. THE FOLLOWING PRODUCTS DERIVED FROM POTATOES WOULD COMPRISE THE PRODUCTION PROGRAM: GLUES, ALCOHOL, FLOUR, STARCH AND MODIFIED STARCH. FOR MORE INFORMATION FIRMS SHOULD CONTACT SAVA MARKOVIC, GENERAL DIRECTOR, PIK "TOMA KOSTIC". AVNOJ-A 97, 16000 LESKOVAC, TELEX 16619 JU PIK.

F. POLYAMIDE FIBER PLANT,

THE CHEMICAL ENTERPRISE VISKOZA IN LOZNICA, WHICH PRESENTLY PRODUCES CELLULOSE AND VISCOSE PRODUCTS, IS STUDYING THE POSSIBILITY OF CONSTRUCTING A POLYAMIDE FIBER PLANT WITH AN ANNUAL PRODUCTION CAPACITY OF 15,000 TONS. THE VALUE OF IMPORTED EQUIPMENT, TECHNOLOGY AND ENGINEERING SERVICES FOR THE PLANT IS ESTIMATED TO BE APPROXIMATELY DOLLARS 30 MILLION. VISKOZA HAS ENTERED INTO NEGOTIATIONS WITH ALLIED CHEMICAL CORP, NEW YORK, REGARDING THE TRANSFER OF TECHNOLOGY AND A POSSIBLE LONG-TERM UNCLASSIFIED

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COOPERATION AGREEMENT. OTHER U.S. FIRMS MAY ALSO WISH TO CONTACT THE ENTERPRISE REGARDING THE SALE OF PROCESSING EQUIPMENT AND CONTROL INSTRUMENTATION. MORE DETAILED INFORMATION ON THE PROJECT CAN BE OBTAINED BY WRITING DRAGAN STANKOVIC, GENERAL DIRECTOR, VISKOZA-LOZNICA, 15300 LOZNICA, TELEX 13412 YU VISKO.

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ACTION EUR-12

INFO OCT-01 EB-08 CIAE-00 INR-10 NSAE-00 DOE-15 SOE-02
CCO-00 PASO-00 ISO-00 /048 W
-----074614 190808Z /11

R 181230Z APR 78
FM AMEMBASSY BELGRADE
TO USDOC WASHDC
SECSTATE WASHDC 6300
INFO AMCONSUL ZAGREB

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G. PRODUCTION OF ACRYLIC MONOMERS.
CONSTRUCTION OF A PLANT FOR PRODUCING ACRYLIC ACID AND ESTERS HAS HIGH PRIORITY IN THE DEVELOPMENT PLANS OF THE PAINT AND VARNISH ENTERPRISE DUGA, BELGRADE. THE PLANT'S PRODUCTION CAPACITY WOULD CONSIST OF THE FOLLOWING: 1,500 TONS OF ACRYLIC ACID, 11,000 TONS OF METHYLACRYLATES, 11,000 TONS OF ETHYL-ACRYLATES, 10,000 TONS OF BUTYLACRYLATES, AND 9,500 TONS OF ETHYLHEXYLACRYLATES. DUGA HAS INDICATED THAT STANDARD OIL COMPANY OR UNION CARBIDE CORPORATION WOULD PROBABLY BE ABLE TO OFFER THE MOST APPROPRIATE TECHNOLOGY BYT PROPOSALS FROM OTHER U.S. CHEMICAL FIRMS ARE ALSO WELCOMED.

H. PHARMACEUTICAL RAW MATERIALS.
ZDRAVLJE, LESKOVAC, IS PLANNING TO EXPAND ITS PRODUCTION OF PHARMACEUTICAL RAW MATERIALS. NEGOTIATIONS ARE FAR ADVANCED WITH ONE MAJOR U.S. DRUG COMPANY ON A LICENSE FOR THE PRODUCTION OF DEXTRAN AND POWERED MILK FOR BABIES, BUT ZDRAVLJE IS STILL SEEKING PARTNERS WHICH CAN PROVIDE THE TECHNOLOGY, AND POSSIBLY THE CAPITAL, FOR THE PRODUCTION OF LACTOSE FROM WHEY (SACCHARUM LACTIS) AND GLUCOSE FOR INJECTIONS DERIVED FROM CORN HYDROLYSATES. INTERESTED U.S. FIRMS SHOULD CONTACT SINISA PETROVIC, GENERAL DIRECTOR, ZDRAVLJE, P.P. 28, VLAJKOVA 66, 6000 LESKOVCA, TELEX 16625 YU ZDRAV.

2. IN ADDITION TO MAJOR PROJECTS IN SERBIA, POSSIBILITIES
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FOR COOPERATION IN THIRD-COUNTRY MARKETS WERE ALSO HIGHLIGHTED BY THE SECRETARY FOR ECONOMY. FOUR SERBIAN ENTERPRISES WERE SPECIFICALLY NOTED AS HAVING A PARTICULAR INTEREST IN THIS KIND OF COLLABORATION.
A. PETROCHEMICAL PROCESSING AND ELECTRICAL POWER SYSTEMS.
MINEL AND MASINOGRADNJA WHICH SPECIALIZE IN ELECTRICAL POWER SYSTEMS AND MECHANICAL EQUIPMENT RESPECTIVELY ARE PREPARED TO JOIN WITH U.S. FIRMS ON A VARIETY OF PROJECTS IN THE FILEDS

OF PETROCHEMICAL PROCESSING AND POWER GENERATION. MINEL IS CURRENTLY PRODUCING BOILERS FOR THERMO-POWER PLANTS UNDER LICENSE FROM COMBUSTION ENGINEERING AND TRANSFORMERS BASED ON WESTINGHOUSE TECHNOLOGY. MINEL IS ALSO NEGOTIATING WITH ANOTHER MAJOR U.S. ELECTRICAL EQUIPMENT MANUFACTURER FOR THE PROCUREMENT OF TECHNOLOGY FOR SWITCHES AND CONDENSERS. BOTH MINEL AND MASINOGRAĐNJA FEEL THAT THEIR ADVANCED PRODUCTION PROGRAMS AND INTERNATIONAL BUSINESS CONTACTS, WHICH ARE PARTICULARLY GOOD IN THE MIDDLE EAST AND NORTHERN AFRICA, COULD SUBSTANTIALLY STRENGTHEN THE BIDS OF U.S. FIRMS. IN ADDITION TO SUPPLYING EQUIPMENT, THE TWO FIRMS WOULD BE INTERESTED IN ASSEMBLING HEAVIER OR BULKIER PIECES OF U.S.-MADE EQUIPMENT WHICH FOR REASONS OF ECONOMY ARE SHIPPED ABROAD IN DISASSEMBLED COMPONENTS. PROPOSALS FOR JOINT APPEARANCES IN THIRD-COUNTRY MARKETS MAY BE SUBMITTED DIRECTLY TO RADOJE STEFANOVIĆ, GENERAL DIRECTOR, MINEL, BRANKOVA 30, 11000 BELGRADE TELEX 11643; ORING.MILOSAV DULOVIC, GENERAL DIRECTOR, MASINOGRAĐNJA, NEMANJINA 4/XI, 11000 BELGRADE, TELEX 11247 YU MAGIE.

B. CAPITAL CONSTRUCTION.

ENERGOPROJEKT, WHICH NOW RANKS AS ONE OF THE WORLD'S LEADING CONSTRUCTION COMPANIES, IS SEEKING TO COOPERATE WITH U.S. CONTRACTORS ON MAJOR PROJECTS IN DEVELOPING COUNTRIES AROUND THE WORLD. IN THE PAST ENERGOPROJEKT HAS COLLABORATED SUCCESSFULLY WITH HARZA ENGINEERING AND CHARLES T. MAIN. IT HAS ALREADY UNCLASSIFIED

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PARTICIPATED IN THE DESIGN AND RECTION OF A LARGE NUMBER OF CIVIL AND INDUSTRIAL PROJECTS (E.G. HYDROELECTRIC DAMS, CONFERENCE CENTERS, HOTELS AND AIRPORTS) IN SOUTH AMERICA, AFRICA AND ASIA. THE ENTERPRISE HAS RECENTLY BEEN SELECTED BY THE GOVERNMENT OF SIERRA LEONE TO BE THE PRIME CONTRACTOR FOR THE DESIGN AND CONSTRUCTION OF CONFERENCE FACILITIES AND A NEW AIRPORT IN THE CAPITAL CITY. TOTAL COST OF THE PROJECT IS ESTIMATED TO BE DOLLARS 200 MILLION. ENERGOPROJEKT IS PREPARED TO DISCUSS POSSIBILITIES OF UNDERTAKING MAJOR CONSTRUCTION PROJECTS WITH U.S. FIRMS EITHER ON A JOINT VENTURE BASIS OR BY SUBCONTRACTING A SEGMENT OF THE PROJECT. INQUIRIES REGARDING THIRD-COUNTRY COOPERATION SHOULD BE SENT TO JOSIP HVOJ, DEPUTY GENERAL DIRECTOR, ENERGOPROJEKT, ZELENİ VENAC 18, 11000 BELGRADE. TELEX YU 11181.

C. PHARMACEUTICAL PRODUCTS.

GALENKA, BELGRADE, WHICH IS A MAJOR PRODUCER OF DRUGS AND PHARMACEUTICAL PRODUCTS, WOULD LIKE TO ACQUIRE KNOW-HOW FROM U.S. FIRMS TO EXPAND ITS PRODUCT LINE AND INCREASE EXPORTS TO HARD CURRENCY MARKETS. (THE ENTERPRISE IS ALREADY SUCCESSFULLY MARKETING ITS PRODUCTS IN THE EAST BLOC COUNTRIES). TO ACHIEVE ITS PRODUCTION AND EXPORT TARGETS, GALENIKA IS PREPARED TO ENTER INTO A JOINT VENTURE OR OTHER FORM OF LONG-TERM BUSINESS COOPERATION WITH A U.S. COMPANY.

GALENKA CURRENTLY HAS LICENSING AGREEMENTS WITH SEVERAL
LARGE U.S. DRUG FIRMS AND IMPORTS FROM THEM MORE THAN
DOLLARS 6 MILLION IN CHEMICAL COMPOUNDS AND OTHER RAW MATERIALS.
U.S. FIRMS WISHING TO EXPLORE THIS MATTER FURTHER WITH
GALENKA SHOULD CONTACT PERA ARAMBASIC, GENERAL DIRECTOR,
GALENKA, SENJSKI TRG 7, BELGRADE.

3. FOR EACH OF THESE PROJECTS EMBASSY RECOMMENDS THAT INTERESTED
FIRMS CONTACT YUGOSLAV INVESTORS DIRECTLY TO OBTAIN MORE
DETAILED INFORMATION. IF COMMUNICATIONS PROBLEMS ARISE OR
SPECIAL EFFORTS ARE REQUIRED TO FACILITATE CONTACTS, THE
EMBASSY IS PREPARED TO ASSIST BOTH PARTIES. WE ALSO SUGGEST
THAT FIRMS SEND EMBASSY A CARBON COPY OF THEIR INTIAL INQUIRY
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ON PROJECTS AS THIS WILL ENABLE US TO PROVIDE FOLLOW-UP ON
SUBSEQUENT VISITS. TRANSLATION OF DOCUMENT PREPARED BY JOVANOVIC
IS BEING POUCHED TO DEPARTMENT AND USDOC.
EAGLEBURGER

NOTE BY OC/T: PASSED ABOVE ADDRESSEE.

UNCLASSIFIED

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 18 apr 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978BELGRA03054
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780166-0976
Format: TEL
From: BELGRADE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780447/aaaabnkf.tel
Line Count: 357
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 663b88ac-c288-dd11-92da-001cc4696bcc
Office: ACTION EUR
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 7
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 29 mar 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: N/A
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2938557
Secure: OPEN
Status: NATIVE
Subject: SERBIAN TRADE/INVESTMENT OPPORTUNITIES TO: VIRGINIA YORIO FOR J.S. WALKER, USYEC GENERAL ELECTRIC COMPANY
TAGS: BTIO, YO
To: COM STATE
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/663b88ac-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014